

PROPOSAL PACKAGE

CC-GRBA001-07

Department of the Interior

National Park Service

**Proposal to Operate the a Food and Beverage and Retail operation
At the Lehman Caves Visitor Center
Within Great Basin National Park**

PROPOSAL SUBMISSION TERMS & CONDITIONS

- 1) The Offeror's transmittal letter set forth below indicates your acceptance of the terms and conditions of the Concession opportunity as set forth in this Prospectus. It indicates your intention to comply with the terms and conditions of the Contract. The letter, submitted without alteration, must bear original signatures and be included in the Offeror's response package. The NPS will review the entire Proposal Package to determine whether your proposal in fact accepts without condition the terms and conditions of this Prospectus. If not, your proposal may be considered non-responsive, even though you submitted an unconditional Offeror's transmittal letter.
- 2) The Proposal Package is drafted upon the assumption that an Offeror is the same legal entity that will execute the new Concession Contract as the Concessioner. If the entity that is to be the Concessioner is not formally in existence as of the time of submission of a proposal, a proposal must demonstrate that the individuals or organizations that intend to establish the entity that will become the Concessioner have the ability and are legally obliged to cause the entity to be financially and managerially capable of carrying out the terms of the Contract. In addition, the Offeror must unconditionally state and guarantee in its proposal that the Offeror will provide the Concessioner with all funding, management and/or other resources that the proposal offers.

To: Jonathan B. Jarvis
Regional Director
Pacific West Region
National Park Service
1111 Jackson St.
Oakland, CA 94607-4807

Attention: Concession Program Management

Dear Mr. Jarvis:

The Offeror hereby agrees to provide visitor services within Great Basin National Park in accordance with the terms and conditions specified in the Draft Concession Contract GRBA001-07, provided in the Prospectus issued by the public notice as listed on www.fedbizopps.gov on _____ and to execute the new Concession Contract without substantive modification (except as may be required by the National Park Service pursuant to the terms of the Prospectus).

The Offeror is enclosing the required "PROPOSAL" which, by this reference, is made a part hereof.

The Offeror certifies that the information furnished herewith is complete, true and correct to the best of its knowledge and belief, and recognizes that false statements may subject the Offeror to criminal penalties under 18 U.S.C. 1001. The Offeror agrees to meet all the minimum requirements of the Draft Concession Contract, and the Prospectus, and that the Offeror has provided all of the mandatory information specified in the Prospectus.

The Offeror certifies in accordance with 43 CFR Part 12 the following:

Any of the individuals or entities seeking participation in this Concession Contract are not presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from a public transaction by a federal department or agency.

Within the three years preceding submission of the Proposal, none of the individuals or entities seeking participation in this Concession Contract have been convicted of or had a civil judgment rendered against them for commission of fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a public (federal, state or local) transaction or contract under a public transaction, or for violation of federal or state antitrust statutes or for commission of embezzlement, theft, forgery, bribery, falsification of records, making false statements, or receiving stolen property.

None of the individuals or entities seeking participation in this Concession Contract are presently indicted for or otherwise criminally or civilly charged by a federal, state or local unit of the government with commission of any of the offenses.

The individuals or entities seeking participation in this Concession Contract have not had one or more public transactions (federal, state or local) terminated for cause or default within the three-year period preceding the submission of the Proposal.

The Offeror, by submitting this Proposal hereby agrees, if selected for award of the new Concession Contract:

1. To the minimum requirements of the Prospectus as identified in Part A of this Proposal Package.
2. To complete the execution of the final Concession Contract within thirty working days after it is presented by the National Park Service.
3. To commence operations under the new Concession Contract on the effective date of the new Concession Contract.
4. To operate under the current, Service-approved rates to visitors, until such time as amended rates may be approved by the Service.

BY _____ DATE _____
(Type or Print Name)

ORIGINAL SIGNATURE _____

TITLE _____

ADDRESS _____

CERTIFICATE OF CORPORATE OFFEROR

(Offerors who are not corporations should skip this certificate)

I, _____, certify that I am the _____ of the corporation named as Offeror herein; that _____, who signed this proposal on behalf of the Offeror, was then _____ of said corporation; that said proposal was duly signed for and in behalf of the corporation by authority of its governing body within the scope of its corporate powers.

BY: _____ DATE _____

(Type or print name and date)

Original Signature

TITLE _____

ADDRESS _____

PART A

The minimum requirements for the new Concession Contract are identified in this Part A of the Proposal Package. If the Offeror, in its transmittal letter, does not agree to these minimum requirements, the proposal will be considered non-responsive. ***A COPY OF PART A MUST BE INCLUDED IN THE OFFEROR'S RESPONSE PACKAGE.*** (The requirements of Part B outline detailed subfactor submissions referenced in this part, as well as additional secondary selection factors.)

PRINCIPAL SELECTION FACTOR 1. THE RESPONSIVENESS OF THE PROPOSAL TO THE OBJECTIVES, AS DESCRIBED IN THE PROSPECTUS, OF PROTECTING, CONSERVING, AND PRESERVING RESOURCES OF THE PARK AREA.

The Offeror agrees to comply with all terms and conditions in the Contract, including compliance with all applicable laws, including, without limitation, environmental protection and conservation laws, under the terms and conditions specified in the Concession Contract.

PRINCIPAL SELECTION FACTOR 2. THE RESPONSIVENESS OF THE PROPOSAL TO THE OBJECTIVES, AS DESCRIBED IN THE PROSPECTUS, OF PROVIDING NECESSARY AND APPROPRIATE VISITOR SERVICES AT REASONABLE RATES.

The Offeror agrees to comply with all the terms and conditions specified in the Concession Contract, including its exhibits.

The Offeror agrees to operate at the currently approved rates, as provided in Appendix A during the term of the Concession Contract until such time as a new rate schedule is approved by the Secretary, in accordance with the NPS Concessions Management Improvement Act of 1998 (P.L. 105-391.) A selected Offeror may request a rate increase at any time after the selection of the best proposal is made by the National Park Service.

The Offeror agrees to accept the Concession Facilities, and any assigned government personal property "as is" as required by the draft Concession Contract, Section 8(f).

The Offeror accepts the draft Operating Plan included as Exhibit A of the Draft Concession Contract.

The Offeror accepts the draft Maintenance Plan included as Exhibit E of the Draft Concession Contract.

The Offeror agrees to implement an equal opportunity program and comply with the terms of the Equal Opportunity accessibility requirements of the Draft Concession Contract.

The Offeror agrees to develop and implement an effective health and safety program (Risk Management Program), according to the requirements of the draft Operating Plan for such programs.

The Offeror agrees to meet the public liability and property insurance requirements of the draft Concession Contract and agrees to provide property and liability insurance of at least the types and levels of coverage described in the Draft Concession Contract.

PRINCIPAL SELECTION FACTORS 3 AND 4 DO NOT HAVE MINIMUM REQUIREMENTS FOR THIS PART. INFORMATION IS REQUIRED FOR PRINCIPAL SELECTION FACTORS 3 AND 4 IN PART B.

PRINCIPAL SELECTION FACTOR 5. THE AMOUNT OF THE PROPOSED MINIMUM FRANCHISE FEE, IF ANY, AND/OR OTHER FORMS OF FINANCIAL CONSIDERATION TO THE DIRECTOR.

The Offeror agrees to at least the minimum Franchise Fee of three percent (3.0%) of annual gross receipts.

PART B

When evaluating each selection factor in Part B, the National Park Service may consider information contained throughout the Offeror's proposal. However, Offeror's must provide all of the information required in each of the following Selection Factors and subfactors to be considered responsive. If the Offeror proposes financial commitments in response to any Selection Factor, the responses will be closely reviewed and analyzed against any financial statements and supporting documents submitted by the Offeror in its proposal.

Please specify at the beginning of your response to Part B which, if any, of the "Authorized" (i.e. optional) services you propose to provide [please refer to the charts on page one of the Summary Of Business Opportunity section of this Prospectus for additional information regarding "Required" and "Authorized" services].

Your decision regarding whether or not to offer "Authorized" services will not influence the evaluation of the proposal. However, if an "Authorized" service is offered, information regarding it should be submitted in response to applicable Selection Factors and that information will be used to evaluate your response to the Selection Factors.

PRINCIPAL SELECTION FACTOR 1. THE RESPONSIVENESS OF THE PROPOSAL TO THE OBJECTIVES, AS DESCRIBED IN THE PROSPECTUS, OF PROTECTING, CONSERVING, AND PRESERVING RESOURCES OF THE PARK AREA. (0-5 POINTS)

***Note to Offeror:** This selection factor is concerned with objectives that relate specifically to the protection of the particular resources of the Park area. Although many factors influence these objectives, the National Park Service has chosen to focus in this Selection Factor on the preservation and conservation of Lehman Caves. Objectives for improvement of the natural environment in general (waste reduction, fuel efficiency, recycling, etc.) are addressed under secondary selection factor 1. Please avoid overlap between responses here and responses to secondary selection factor 1. For this Principal Selection Factor, please respond only with the information requested in the subfactors.*

Subfactor 1(a)

The Park's objectives, with regards to the Draft Contract, for protecting, conserving, and preserving the resources within the Park area are specifically tied to the preservation and conservation of Lehman Caves. How will you share important messages with visitors about protecting and promoting the cave as a prime resource of the Park? Your answer could address 1) use of assigned space, or 2) messages shared by Concessioner employees.

PRINCIPAL SELECTION FACTOR 2. THE RESPONSIVENESS OF THE PROPOSAL TO THE OBJECTIVES, AS DESCRIBED IN THE PROSPECTUS, OF PROVIDING NECESSARY AND APPROPRIATE VISITOR SERVICES AT REASONABLE RATES. (0-5 POINTS)***Note to Offeror:***

Although many factors influence these objectives, the National Park Service has chosen to focus in this Selection Factor on the following:

- a) To provide a safe and well-organized service to the public.
- b) To provide high quality retail products.
- c) To provide high quality food and beverage service to the public.
- d) To provide efficient and timely service to the public, with an emphasis on customer service.

Subfactor 2(a). Safety

Describe what policies and procedures you will implement to assure the safety of your employees and customers. Include in your response the first aid, public health, and other safety training that will be provided to employees and the on-site manager.

Subfactor 2(b). Retail

Describe what types of retail items including gifts/souvenirs and (in the event you choose to propose “Authorized Services”) convenience merchandise you plan to sell.

Subfactor 2(c). Food & Beverage

Describe what types of Food & Beverage service you will provide. Please provide a sample menu.

Subfactor 2(d). Employee Experience and Training

Describe how you will hire and train your employees to provide efficient, timely, and customer-oriented service to Area visitors.

PRINCIPAL SELECTION FACTOR 3. THE EXPERIENCE AND RELATED BACKGROUND OF THE OFFEROR, INCLUDING THE PAST PERFORMANCE AND EXPERTISE OF THE OFFEROR IN PROVIDING THE SAME OR SIMILAR VISITOR SERVICES AS THOSE TO BE PROVIDED UNDER THE CONCESSION CONTRACT. (0-5 POINTS)

Note to Offeror: To assist in the evaluation of proposals under this and other selection factors, please provide the following information regarding your organizational structure. This information will be utilized for assessing responses to the various selection factors.

Identify the Offeror and each business organization, operator and any parties involved in the management of the proposed Concession operation. If the entity that is to be the Concessioner is not formally in existence as of the time of submission of the proposal, demonstrate that the individual(s) or organization(s) that intend to establish the entity that will become the Concessioner have the ability and are legally obliged to cause the entity to be a qualified person as defined in 36 CFR §51.3.

If you are a **partnership or sole proprietor**, use the Business Organization Information Form entitled “*Business Organization and Credit Information – Partnership or Sole Proprietor*”. If you are a **corporation**, use the **Business Organization Information Form** entitled “*Business Organization and Credit Information – Corporation*”. When the appropriate form is completed, the Business Organization Information Form should:

- 1) Identify the "Offeror" formally.
- 2) Explain the legal form and formal structure of the Offeror.
- 3) Identify and describe the owners of the Offeror, including, without limitation, all levels of parent organizations, their relationship to the Offeror and the precise extent of their ownership interest.
- 4) Identify all related, subordinate, or superior business organizations and any other organizations, contractors, or subcontractors that will have a significant role in managing, directing, operating, or otherwise carrying out the services to be provided by the Offeror.
- 5) Describe in detail how these relationships will work formally and in practice.

Subfactor 3(a). Operational Experience

- 1) State whether and, if so, how long you’ve been providing services similar to those that are to be provided under the draft Contract.
- 2) State in detail your overall background and experience in operating commercial food, beverage, and retail operations. For your overall background and experience please include the following basic information as well as any other data that highlights your ability to operate quality facilities:
 - Facility/Operation type, location, and seasonality
 - Size of facilities
 - Type of facilities
 - Any special operating conditions similar to those in the Lehman Caves Visitor Center area.

Tabular summary presentations are encouraged.

- 3) Submit resumes of key individuals that you will employ to carry out management and operations under the Contract.

(Note to Offeror: Please use the Resume form contained in this section of this prospectus for this purpose).

BUSINESS ORGANIZATION
PARTNERSHIP OR SOLE PROPRIETOR
(PRINCIPAL SELECTION FACTOR 3)

Name of Entity	
Address	
Telephone Number	
Fax Number	
Email Address	
Contact Person	
Title	
Tax ID #	
Form of Business: <input type="checkbox"/> Partnership <input type="checkbox"/> Sole Proprietor <input type="checkbox"/> Other (please describe) _____	
Years in Business	

OWNERSHIP			
Names And Addresses Of Each Partner Or Sole Proprietor	Percentage of Ownership	Current Value of Business	Role in Providing Concession Services

**BUSINESS ORGANIZATION
CORPORATION
(PRINCIPAL SELECTION FACTOR 3)**

Complete separate form for the submitting corporation and the parent corporation (include all partners in a joint venture).

Name of Entity	
Address	
Telephone Number	
Fax Number	
Email Address	
Contact Person	
Title	
Tax ID#	
State of Incorporation	
Date of Incorporation	

OWNERSHIP	NUMBER AND TYPE OF SHARES OR PERCENTAGE OF OWNERSHIP	CURRENT VALUE OF INVESTMENT
Names and Addresses of those with controlling interest or key principals of corporation		
Total of All		
Total Shares Outstanding		

CORPORATE OFFICERS AND BOARD OF DIRECTOR	ADDRESS	TITLE AND/OR AFFILIATION

RESUME
INDIVIDUAL EXPERIENCE AND RELATED BACKGROUND
(PRINCIPAL SELECTION FACTOR 3)

Name

Address

Telephone Number

Fax Number

Education, Degrees, Licenses, Designations, Special Skills

Name of Current Employer

Address

Nature of Business

Dates of Employment

Title of Position Most Recently Held

Description of Duties and Responsibilities (Include number of people supervised)

Proposed Role in Concession Service

Qualifications for that Role

Estimated Time per Week Dedicated to that Role

PRINCIPAL SELECTION FACTOR 4. THE FINANCIAL CAPABILITY OF THE OFFEROR TO CARRY OUT ITS PROPOSAL. (0-5 POINTS)

Note to Offeror: In the event the Offeror is not the legal entity that is to be the Concessioner, provide the information described below with respect to both the Offeror (all partners in a joint venture) and the proposed Concessioner. Also describe the Offeror's financial relationship to the proposed Concessioner.

Responses that are incomplete or illustrate deficiencies in your financial capability to carry out your proposal may result in reduced consideration under this primary selection factor.

Subfactor 4(a). Acquisition and Start-Up costs.

- 1) Please list in the format of the table below, the property with monetary value over \$500 that you will be using for this operation. Please note whether you currently own this equipment or not.

Personal Property Items	Quantity	Total Value	Currently Own
		\$	
		\$	
		\$	
		\$	
		\$	

- 2) Please estimate the amount of money that you will need to begin operating the business. Only provide estimates for those items that you need to acquire in order to begin operating. Do not include items that you already own. For cash, estimate the amount of cash that you will need to have available (after purchasing equipment; supplies; and "other") in order to begin operating the business.

Acquisition/Investment Category	Acquisition/Investment Amount
Personal Property (Equipment)	\$
Merchandise and/or Supplies	\$
Working Capital (Cash)	\$
Other (Please Detail)	\$
Total Funds Needed	\$

Subfactor 4(b). Credit Information.

Please prepare the Business Credit Information form provided at the end of this section to further demonstrate that you are financially sound and have a history of meeting your financial obligations.

Subfactor 4(c). Sources and Availability of Funds.

Identify the source(s) of the funds estimated above. Provide compelling documentation of your ability to obtain the funds from these sources. Explain fully the financial arrangements you propose using the following guidelines:

- 1) Document each source and availability of all funds with your current audited financial statements, financing agreements, letters of commitment, or similar supporting documents.
- 2) If funds are to be obtained from lending institutions (banks, savings and loans, etc.), include a letter (addressed to the lender and containing all appropriate bank contact information) permitting

the lender to release any information to the Service concerning the financing arrangements of this opportunity. Include the contact name on the letter.

- 3) If the funds are to be obtained from an individual, or a corporation whose primary fund source is an individual, provide the following as appropriate:
 - a) Current personal financial statement for the primary source of funds.
 - b) Documentation of any assets to be sold.
 - c) Written funding commitment from the individual or corporation.
 - d) Any other documentation or assurances that make a compelling demonstration that the funds are available.

Subfactor 4(d). Financial Viability of Proposal.

Demonstrate that your proposal is financially viable (that you will have a reasonable opportunity to make a profit from your business while carrying out the terms and conditions of your proposal). Estimate the amount of income and expenses for the proposed operation for the first five years of operation. Provide this estimate by completing the pro forma income statement on the following page. Blank lines are included on the pro forma income statement if you need to provide estimates for expense categories that are not listed. (Describe the categories on the blank lines.) Only revenues and expenses related to the services required or authorized by the contract are to be included in your pro forma income statement.

Please fully explain the assumptions on which your projections are based and detail them sufficiently to determine whether the projections are realistic. Provide these assumptions by completing the attached operating assumptions form. If your projections show significantly increased revenues and/or decreased expenses from the information provided in the prospectus, the changes should be fully explained. Failure to provide detail sufficient for the panel to judge the reasonableness of the estimates may result in a lower score. Also provide a Statement of Cash Flows using the format provided. (***Note to Offeror: If you are not familiar with making these types of projections, you are encouraged to consult an accountant or business advisor.***)

BUSINESS CREDIT INFORMATION
(PRINCIPAL SELECTION FACTOR 4)

- 1) Has the Offeror and/or any of its affiliate, parent, or predecessor companies/business entities ever had a management or Concession Contract terminated for default or for any other reason, or been forbidden from contracting by a public agency or private company?

☐ YES

☐ NO

If YES, provide full details of the circumstances.

- 2) List any Foreclosures, Bankruptcies, Transfers in Lieu of Foreclosure and/or Work-Out/Loan Modification Transactions for the Offeror and/or any of its affiliate, parent, or predecessor companies/business entities during the *past five years*. (If none, so indicate)

Name of Property	City/State	Property Type	Approximate Loan Amount	Lender	Year of Event

Attach an explanation of circumstances, including resolution, bankruptcy plan, and/or other documentation as appropriate.

- 3) Describe any pending litigation or current lawsuits (other than those covered adequately by insurance) which if adversely resolved would materially impact the financial position of the Offeror.

- 4) Attach:

- i) CURRENT (within the past six months) Credit Reports for the entity and key principals, from a major credit reporting company such as Equifax, Experian and Dun & Bradstreet.
- ii) Financial statements for the two most recent fiscal years. If the financial statements have been audited or reviewed, the related audit or review report, notes to the financial statements, and similar explanatory material should be included. For sole proprietors, the financial statement will be a personal financial statement for the most recent two fiscal years and should include both an income statement and a balance sheet. An income statement lists all of your income and expenses for your most recent fiscal year. A balance sheet lists everything that you own and everything that you owe as of the day that you apply (or, if you prefer, as of the last day of your most recent fiscal year).

PRO FORMA INCOME STATEMENT

Please Note: depending on the dollar threshold, some lines may not be used, please place "N/A" in these lines

Gross Receipts ⁽¹⁾	Year 1	Year 2	Year 3	Year 4	Year 5
1. Food					
2. Souvenirs					
3. Gen. Merchandise					
4. Total Gross Receipts					
5. Cost of Goods Sold					
6. Total Gross Profit (line 4 minus line 5)					
Direct Expenses					
7. Salaries and Wages					
8. Payroll Taxes and Benefits					
9. Operating Supplies					
10. Office Expense					
11. Other Direct Expenses (Describe)					
12. Total Direct Expenses (add lines 7-11)					
Undistributed Expenses					
13. Administrative and General ⁽²⁾					
14. Marketing (Advertising)					
15. Utilities					
16. Repair and Maintenance					
17. Total Undistributed Expenses (add lines 13-16)					

Fixed Expenses					
18. Insurance ⁽³⁾					
19. NPS Franchise Fee ⁽⁵⁾					
20. Other (Describe)					
21. Total Fixed Expenses (add lines 19-21)					
22. EBITDA ⁽⁴⁾ (Line 6, minus lines 12, 17 & 21)					
23. Depreciation and Amortization					
24. Interest					
25. Net Income Before Income Taxes (Line 22 minus lines 23 and 24)					
26. Income Taxes					
27. Net Income (Line 25 minus 26)					
Should match net income on top of Cash Flow Statement.					

1. The Gross Receipts projection must be based on the current approved rate schedule.
2. Administrative and General should include the costs of managing the business. Costs may include items such as: credit card commissions; legal and accounting fees; travel, meals and entertainment; postage and printing; professional training; telecommunications expenses; office supplies; bank fees; rent; etc.
3. Insurance: Building and contents as well as liability insurance. Worker's Compensation and health insurance should be included in the Payroll Taxes and Benefits amount.
4. EBITDA = Earnings before Interest, Taxes, Depreciation and Amortization.
5. The franchise fee should be a percentage of Total Gross Receipts (line 4), excluding the receipts from sales of Native American Handicrafts.

OPERATING ASSUMPTIONS – PRO-FORMA INCOME STATEMENT

Annual Projections for the First Five Years of the Contract

Type of Activity	Year 1	Year 2	Year 3	Year 4	Year 5
Revenue Inflation Rate (1)					
Expense Inflation Rate (2)					
Revenue Real Growth Rate (3)					

(1) Provide the basis for the above assumptions. For example: Revenue/Expense Inflation Rate is based upon the CPI historical average.

(2) If expenses are projected to increase by amounts greater than inflation, provide the specific reasons for the amounts projected. Fore example: Insurance expense is projected at __% based upon a quote provided by our insurance agents for the next five years.

(3) Revenue above the inflation rate represents real growth. Provide the basis for this growth.

PROFORMA CASH FLOW STATEMENT

Annual Projections for the First Five Years of the Contract

	Year 1	Year 2	Year 3	Year 4	Year 5
Operating Activities					
Net Income					
Adjustments to Reconcile Net Income to Net Cash Provided by the Operating Activities					
Depreciation and Amortization					
Gain/Loss on Sale of Fixed Assets					
Other					
Net Cash Provided by Operating Activities					
Financing Activities					
Dividends					
Notes Payable					
Proceeds from Loans					
Other					
Net Cash Used in Financing Activities					
Investments					
Purchase of Assets					
Proceeds from Sale of Assets					
Other					
Net Cash Used in Investing Activities					
Total Cash Flow					
Cash – Beginning of Year					
Cash – End of year					

PRINCIPAL SELECTION FACTOR 5. THE AMOUNT OF THE PROPOSED MINIMUM FRANCHISE FEE, IF ANY, AND/OR OTHER FORMS OF FINANCIAL CONSIDERATION TO THE DIRECTOR. (0-4 POINTS)

The minimum franchise fee acceptable to the Service is three percent (3%) of gross receipts.

The offer of a higher franchise fee than this minimum is generally beneficial to the Service and accordingly will generally result in a higher score under this selection factor. However, consideration of revenue to the United States will be subordinate to the objectives of protecting, conserving, and preserving resources of the park area and of providing necessary and appropriate visitor services to the public at reasonable rates.

State the franchise fee that you propose. Such fee must at least equal the minimum franchise fee set forth above. Express this fee only as a flat fee percentage of total annual gross receipts.

_____ percent of annual gross receipts

SECONDARY SELECTION FACTOR 1. THE QUALITY OF THE OFFEROR'S PROPOSAL TO CONDUCT ITS OPERATIONS IN A MANNER THAT FURTHERS THE PROTECTION, CONSERVATION, AND PRESERVATION OF THE PARK AREA AND OTHER RESOURCES THROUGH ENVIRONMENTAL MANAGEMENT PROGRAMS AND ACTIVITIES INCLUDING, WITHOUT LIMITATION, ENERGY CONSERVATION, WASTE REDUCTION, AND RECYCLING. (0-3 POINTS)

***Note to Offeror:** The subfactors for this Secondary Selection Factor focus on environmental management programs and activities that promote general environmental objectives such as fuel efficiency, solid waste management, reducing air pollution, etc. Please avoid overlap between your response here and your response to Principal Selection Factor 1. Although many factors influence these objectives, the National Park Service has chosen to focus in this Secondary Selection Factor on generation of solid waste and use of recycled materials.*

Subfactor 1(a). Solid Waste Management.

Describe how you will minimize the amount of human generated solid waste (e.g. garbage, trash) and promote use of recycled materials within Great Basin National Park.